# News and Gossip of the Week in Automobile Circles of the Nation's Capital

# MISS TARBELL SEES FORD INSTITUTIONS

Famous Woman Journalist Declares They Form an Overwhelming Thing.

Miss Ida M. Tarbell, famous woman journalist, has just completed an investigation of the Ford Motor Company, the Ford profit-sharing plan, and the Ford sociological work.

The Ford investigation, which required almost a week's visit in Detroit, was intended to supply Miss Tarbell with material for a series of articles on "The Golden Rule in Business," which she is writing for the American Magazine:

To facilitate Miss Tarbell's investigation, the Ford Motor Company and its officers and executive heads gave her access to all records, reports and factory departments. A tour of the mammoth plant alone required two days. Miss Ida M. Tarbell, famous woman

Ehe accompanied Ford Sociological investigators in their visits to the homes of Ford employes. She witnessed tragedies and comedies. She saw the homes of American citizens in the making. She saw how the Ford Motor Company meets cases of destitution, desolation and dissipation. Miss Tarbell saw the inner workings of the Ford profit-sharing plan and its influences upon the lives and morals and well-being of some 18,000 employes with dependents to the aggregate of 70,000 persons. In addition to this intimate and exhaustive inspection of actual conditions, Miss Tarbell had long interviews with Henry Ford, James Couzens, secretary and treasurer of the Ford Motor Company; Norvall A. Hawkins, sales director; John R. Lee, chief of the sociological department, and Charles A. Brownell, advertising manager. accompanied Ford Sociological

manager.
"It is all so stupendous," said Miss
Tarbell, "that not only am I yet unable to comment intelligently upon it,
but I can't quite grasp it. I can at
least say this, though: I have never but I can't quite grasp it. I can at least say this, though: I have never anywhere on earth in the same length anywhere on earth in the same length of time seen so much to make me laugh, weep, wonder, and rejoice as I have seen in the Ford factory. It is an overwhelming thing to contemplate—what this Ford idea means to the awakening conscience of American industry."

A small group of business men, among them W. F. Hale, of the Record Auto Supply and Service Company; Melvin C. Hazen, District Surveyor, and Thomas H. Lyon, of Manassas, went to Staunton, Va., last night on business connected with the Miller train control, which has been invented by Harvey B. Miller, of that city and perfect-

vey B. Miller, of that city and perfected by William B. Murray, of Danville. Both Mr. Hale and Mr. Hazen are members of the board of directors of the \$5,000,000 company that is promoting this safety device for railroads.

Mr. Hale when seen yesterday, in speaking of this control, which the late Elbert Hubbard called the "Most Important Invention of the Times," said: "Our only problem is to get the railroad men of this country to try this device. Should they do so their judgment and their foresight would compel them to install it. Their experience

#### Walter L. Smith to Race In His Little Argo Car

Walter L. Smith, manager of the Smith Motor Sales Company, will drive one of his stock Argo speedsters in a five-mile race on the half-mile track at York, Pa., tomorrow.

This small car sells for \$295, and is one of the 1915 models. It will be entered against cars of much greater price and higher power.

The start from Washington will be

made from Irvin T. Donohue's at Four-

made from Irvin T. Donohue's at Fourteenth and I streets at noon today so
as to arrive at York in time to participate in an automobile parade at \$
o'clock tonight.

The list of Washington entries are as
follows: H. D. Myers, Marquette Buick;
Lew Gibson, Semmes Special; W. C.
Burbage, Mercer; I. C. Barber, ByeSee-Bee: Frank Stuard. Reo; W. L.
Smith, Argo; William DeKauski, Stoddard-Dayton; H. B. Sharp, Warren;
Don Moore, Case; Clu Campbell, Cole;
Paul Wuner, Buick; Clendening, Oakland.

## Highway Mileage Map

The Goodrich National touring bureau has just published for free distribution a highway mileage map of North and South Carolina and northern Georgia showing also connections into castern Tennessee and Southern Virginia. This is the first map of its kind ever published and unquestionably will be greatly appreciated by motorists.

### MOTOR TO MARLBORO DUCKETT'S FARMERS' HOTEL

Macadamized Road All the Way. MEALS AT ALL HOURS, UNSURPASSED 75C

New dancing pavillion with music, howling alley under construction; pleas-ant surroundings. First-class cuisine and accommodations.

### LORD BALTIMORE **COUNTRY CLUB**

Riverdale, Md. Chicken

Dinners a Specialty

For Reservations Phone Hyattsville 2



THE "TWIN SIX" MOTOR, WITH HOOD RAISED.

# To Arrange Marketing Of New Train Control **SOUTHERN MARKETS**

Performance of Yankee Cars Valuable Boost to Other American Wares.

That American-built motor cars are proving the best possible medium of developing trade relations with South

ment and their foresight would compel them to install it. Their experience with it would parallel that of the Chicago and Eastern Illinois which has placed the control in operation on nearly 250 miles of their lines, and which has found it to work with 100 per cent efficiency under all conditions no matter from what cause.

"The Miller train control works on the negative principle, and is operated by electricity. By this I mean that when the current is broken the train is immediately stopped. It will be seen, then, that should the control break down in any way the engineer is warned by the stopping of the engine. It is not possible for the control to be out of order with the train in motion.

E. G. Willems, foreign expert representative of Dodge Bros., who has just returned from a four months' trip through Central and South American to returned from a four months' trip through Central and South American to returned from a four months' trip through Central and South American to returned from a four months' trip through Central and South American to returned from a four months' trip through Central and South American.

"The attitude of Latin-Americans to ward the Yankee car has undergone a decided change of front in the past three years," says Mr. Willems, "The prejudice which retarded the sale of American cars in South American countries for so many years, have almost entirely disappeared, and American machines of all grades are rapidly gaining possession of the field.

"French motor cars with their graceful body lines and advanced motor one sign had a firm grip on the South American markets, practically from the

in price of the respective cars soon had its effect. Through Central and South America, the residents and motorists who examined the new Dodge Bros.' car in which I was riding, referred to it as the "French car with an American price," and I was made to understand

price," and I was made to understand that this was a decided compliment.
"Added to the big improvement in appearance of the American car its reputaation as a hill climber and its general mechanical efficiency, have made it a great favorite, and if the United States is successful in establishing more extended trade relations with South American automobile will America, the American automobile will have been the greatest single factor in turning the trade balance in our favor.

"War talk in South America is far less general than in this country, although in many sections the outcome of the

of Washington entries are as D. Myers, Marquette Buick; D. Myers, Marquette Buick; D. Myers, Marquette Buick; D. Semmes Special; W. C. Mercer; I. C. Barber, Eye-Frank Stuard, Reo; W. L. G.; William DeKauski, Stodin; H. B. Sharp, Warren; D. Case; Clu Campbell, Cole; er, Buick; Clendening, Oak-as Wilson's Mexican policy as expressed by his 'no further acquisition of territory' speech, is noted throughout South America, and they are actually coming to believe that the United States is sincere in its Hands Off platform. The various countries which have sent delegates to the Fan-American congress held in Washington recently are showing every indication of trying to establish more friendly relations with this country, especially as relates to trade.

ates to trade.
"General Gomez, now President of "General Gomez, now President of Venezuela, has accomplpished wonders since reaching the presidential chair, in the way of promoting industry in his country. He has always been friendly toward the United States and is lending every effort to the development of trade between the two countries. He is an enthusiastic motorist and is foremost in the work of extending Venezuela's system of good roads."

> stewart. SPEEDOMETER WARNER AUTO-METER

Stewart-Warner Speedometer

Service Station

13171/2 14th St. N. W. Washington, D. C. Phone North 2509

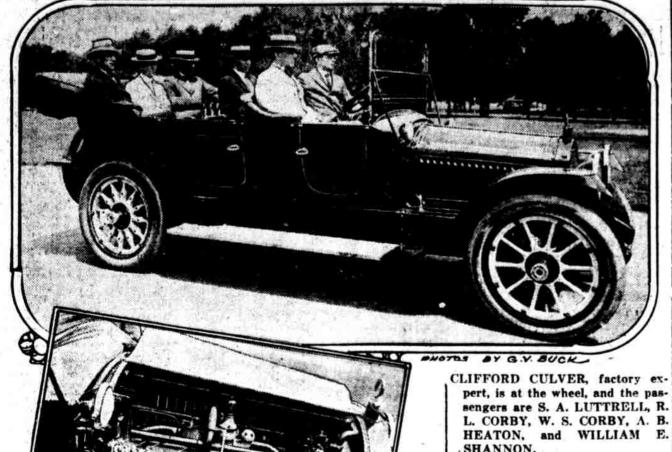
We wish to announce the opening of an exclusive Stewart-Warner Service Station and Salesroom for the convenience of its customers. Will carry a full line of Speedometers, Stewart Tire Pumps, Gasoline Vacuum Tanks and fittings for every make of car. Also Stewart Warning Signals and Electric Clocks.

This is now the only service station in Washington.

B. F. ZIMMERMAN

Authorized Stewart-Warner Speed Service Station.

# NEW "TWIN SIX" PACKARD ON DISPLAY CHALMERS SELECTS



BOSTONIAN FINDS TEN

Enthusiastic Motorist Makes An

Interesting Experiment Con-

cerning Tire Values.

who, being a New Englander, is, or

5 years ago the best

Low First Cost

This classy, finished car—whether you want a six or a four—will cost you least to buy and least to run. There are reasons.

The factory is the second strongest, financially, in the world. The manufacturers take a very small margin.

The total advertising, selling and distributing expense on Reo cars is less than 3 per cent—less than the selling expense of Soda biscuits

or soap. This is because of the enormous num ber sold.

Every factory saving possible is made. This saves on the first cost of the car.

Tel. Main 4507

IMMEDIATE DELIVERIES ON FOURS

car that could be built.

Today, the same with

refinements.

HEATON, and WILLIAM E. decision.

# TOURING IN AMERICA SHOWS BIG INCREASE

Figures Have Reached Volume Stewart-Warner Concern Without Precedent in Any Previous Year's Record.

SECONDS MAKE FIRST America is already feeling the effect f an enormous increase in automobile touring over previous years. The figures up to June 1 have reached a volume without precedent in any previous year's records. This information comes from the national clearing house for automobile touring, the American An interesting experiment was tried Automobile Association, with headrecently by an enthusiastic motorist in quarters in this city. the Boston territory. The motorist,

There have been received many recourse, an admirer of Emerson, decided one day that he had discovered a new principle in philosophy. This was nothing less than the dictum that ten seconds constitute a first.

Explaining his idea, the philosophical tire user said:

"It occurred to me that about the best evidence one could hope to get concerning tire values would be found in the opinions of tire salesmen. So I decided to ask men who were seiling tires of various kinds what tire they automobile.

Another evidence of increasing interest in more general fouring is the concerning tire values what tire they terest in more general fouring is the concerning tire values what tire they terest in more general fouring is the concerning tire values what tire they terest in more general fouring is the concerning tire values what tire they terest in more general fouring is the concerning tire values what tire they the concerning tire values who are attending proparatory schools and colleges in the best evidence one could hope to get down that about the students has been by train, but this type of the students has been by train, but this the concerning tire values would be found in the opinions of tire salesmen. So I decided to ask men who were selling the concerning tires of various kinds what tire they therefore the home-going of the students has been by train, but this times for every car model.

The new manager was announced in the least the least the have planned to make trips with sons and daughters who are attending proparatory schools and colleges in the least the beat every beautiful to make the trip by automobile.

The new manager was announced in the least the least the base of the least the least the least that the least th quests for route information between

developing trade relations with South American countries, is the opinion of E. G. Williems, foreign export representative of Dodge Bros., who has just returned from a four months' trip through Central and South America.

"The attitude of Latin-Americans toward the Tankee car has undergone a decided change of front in the past three years," says Mr. Willems. The prejudice which retarded the sale of American cars in South American countries for so many years, have almost entirely disappeared, and American machines of all grades are rapidly gaining to be the country of the field.

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"You have had opportunities to find out what tires of various kinds are touring in the centre from those who previously confined their attention, many touring to the North-east section of the country, but are from those who previously confined their attentions that you considered first.

"You have a considered first.

"You have had opportunities to find out what tires of various kinds are touring to the North-east section of the sountry to the purpose of placing in the continuous touring the kind of the

A Practical Car-Not a Rainbow Chaser

SMITH-TREW MOTOR COMPANY

workmanship.

tenance cost.

829 14th St. N. W.

# HOOVER AS AGENT

Master Washington Salesman **Becomes Representative of** Motor Car Strategist.

By WILLIAM P. ROSE.

Hugh Chalmers, who was a business executive and strategist of note long before he scored with h's Chalmers car in the automobile industry, has made a master move of local interest in selecting C. Walter Hoover as his personal Washington sales representative and the Union Garage organization as his Wash-

When the Zell Motor Car Company of Washington decided to bring their business to a close. Chalmers was besleged by many of the strongest agencles in local territory for the favor of his selection as Washington representatives. But Hugh Chalmers was giving personal attention to this city and recognized the opportunity for one of his celebrated strategic moves. While CLIFFORD CULVER, factory ex- he was undoubtedly attracted by the efficiency and power of the Union | Garage organization, Chalmers had a more persistent eye on the sales ability GIRLS STUDY MOTOR L. CORBY, W. S. CORBY, A. B. of C. Walter Hoover in making his

> C. Walter Hoover, master salesman promoter, and garage expert of national note, will personally direct the sales of the Chalmers cars in Washington. That he will gain instant and large success is already confidently predicted by those who know the merit of the car and the ability of Mr. Hoover as proved by his record sales of another car of importance.

Extensive changes are now under way in the Union building on G street to make room for one of the most attractive show rooms in the city. The accessory department is being moved back on the main floor, giving the front of the building to the Chalmers car.

## Open Service Station Here

An important change of interest to every automobile owner is the opening of a branch service station in this city by the Stewart-Warner Speedometer Corporation at 13174 Fourteenth street northwest. This concern had been represented in Washington only with an agency. The new exclusive station will

under the direction and management of B. F. Zimmerman, formerly of the Chicago headquarters. Mr. Zimmerman will carry a complete line of thet Stewart specialties including speed registers, tire pumps, vacuum tanks and

A recognized stand-

ard value in Washing-

ton. Hundreds of your

friends drive Reos.

Low Up-Keep

to guarantee it for a year to the limit. No ex-

pense for breakdowns due to faulty material and

The Rec is light-easy on tires.

its class and uses surprisingly little oil.

The Reo saves-and saves-and saves.

The Reo is built so well that we can afford

The Reo gets most miles per gallon of gas in

The Reo is actually designed for low main-

**DELIVERIES ON SIXES NEXT TUESDAY** 

### Takes Over the Agency Of Noted Motor Car



C. WALLER HOOVER.

sex.

Miss Callahan consulted with officials Miss Callahan consulted with officials of the Studebaker Corporation relative to the best methods for installation of the course of training and securing the most practical results. She found them to be greatly interested and agreeable to lending every assistance possible, from appreciation of the general good that could be made to result to the automobile manufacturing industry. The public spiritedness of Studebaker also prompted the tender of a completely equipped Studebaker chassis for the use of the class.

#### Contest Board Suspends Two Washington Drivers

On Lincoln Highway

Trained crews are going out from

Jackson for the purpose of placing
"Safety First" signs all along Lincoln
highway from New York to San From

At this meeting new contest rules and amendments were adopted and the fol-lowing official records were allowed and a humanitarian Bakerfield, Cal., January 3. 

29 miles ..... 25 miles .....

#### STUDEBAKER NEW MODELS ARE OUT

Increased Power, Roomier Bodies and More Accessibility to Parts Are Features.

By announcing for 1915 a seven-passenger, 40-horsepower four at \$585, and seven-passenger, 50-horsepower six at \$1,050, Studebaker has once more surprised the motoring public, and proved that quantity production, scientific manufacturing methods, and a wealth of manufacturing experience can reduce prices and yet maintain high standards of quality.

That these are high grade cars in every essential will be evident from the most superficial examination, and the specifications as given by the engineering department at the Detroit factory, indicate that the quality is even higher than with last year's cars. They show that finer steels have been used; that the upholstery is of the highest grade of leather, that the finishing operations have been increased to twenty-five in number, while numerous other details of manufacture are still further indicative of quality.

Despite these improvements, and changes, the prices have been radically reduced in comparison with those of last year. No four of this size and power has ever been offered at anywhere near the price of \$885. No seven-passenger 50-horsepower six ever came within hundreds of dollars of the new price of \$1,050. specifications as given by the engineer-

within hundreds of dollars of the new price of \$1,050.

The new cars illustrate conclusively the accepted Studebaker policy of dig-nity in design. The Studebaker has never gone in for unusual lines, believ-ing that the public does not care for cars that follow the fads of style that



-FOR-FORD SERVICE Exclusively in Record Time. 10 Gals. Gas. and \$1.20

OUR service is the best in the city.

Terminal Taxicab Co. North 1212

# SPECIALLY LOW PRICES & USED AUTOS

100 OTHER USED CARS

1914 STUTZ touring: smell 7 pages.; elegant shape.

1914 MERCER touring; full factory equipments.

1915 FULLMAN: practically new.

1915 BUICK "6"; good as the day it came from the factory equipments with extras.

1914 CADILLAC touring: car as good as new, very handsome body.

1915 CHANDLER six-cylinder; nicely equipmed with extras, at a snap.

1914 PAIGE touring: electric starter and lights, good shape.

PAIGE roadsfer; fully equipped: \$225.

1914 R. C. H. touring car: very good condition; sap at \$375.

BUICK touring: overhauled and regained.

1914 OVERLAND touring car: very good condition; sap at \$375.

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1914 R. C. H. touring car: very good condition; sap at \$375.

1915 CADILLAC touring; severy sap at \$375.

1916 R. C. H. touring car: very good condition; sand dights, overhauled and repainted.

1916 OVERLAND touring car: very good condition; sand dights, overhauled and repainted.

1916 OVERLAND touring car: very good condition; sand dights, overhauled and repainted.

1916 R. C. H. touring: severy pade condition; sand dights, overhauled and repainted.

1916 PULLMAN. very good condition; big bargain.

Gorson's Automobile Exchange 238-240 N. Broad St., Philadelphia Bend for Free Bargain Bulletin

### **TIRES**

One Tenth of a Cent Per Mile FIRESTONE-GOODYEAR-GOODRICH

Fully Guaranteed.

30x3 in. Regularly \$9.40, tomorrow, \$6.98 30x3½ inch, Regularly \$11.90, tomorrow, \$8.98

### **TUBES**

30x3 inch Gray Tubes, \$1.59 Slightly Soiled But Good As New.

The Season's Bargains

Phone and Mail Orders delivered free in the District or immediate suburbs.

Miller Bros. Automobile & Supply House 61 Pierce N. E. 1105 14th N. W.